

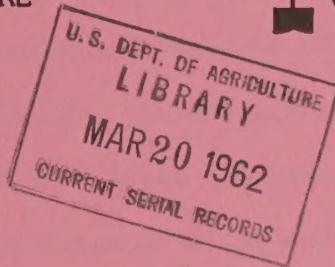
# NODAK CROP INSURANCE

## FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1961 Edition No. 7

September 1, 1961



SALES FOR 1962 - Our first report on the status of the 1962 campaign is attached. At this time, every Directors' area shows a plus over 1961. If we hold down cancellations, as we have so far, and continue to make sales, we will have a plus in every area at the end of the sales campaign. That's our goal for 1962. This report shows what agents have done and what FCIC salesmen have done. Overall, agents have outsold FCIC salesmen. That's fine with us. That's what we want -- agents making the sales and FCIC providing the help in training new men. Agents that have contributed little, if anything, to the present totals should take a close look at their operations and plans. In some of these counties, 1961 losses are very heavy. Have you taken advantage of this? Apparently not, or you would have sales. With moisture conditions as they are, we don't know how long we can continue selling for 1962. All we can say -- don't wait too long -- the campaign may be over before you start yours.

812's - 812A's - Submit all applications, add-ons, cancellations, and dollar selections as you get them. We will try to accept new business as soon as possible after receiving the forms.



SALES REPORTS - The first week of reporting shows that only 27 counties reported. WHY? We need 100% reporting. All agents should also review the instructions we issued because some of the entries are not being made in accordance with them. Please make up your report the first thing on Monday Morning of each week and send it to us.

COLLECTIONS - Are all your premium notices out? Many premiums will be paid from loss claims, but we must be sure that every premium is collected by November 30th if at all possible.

LOSS CLAIMS - With harvest nearly complete all over the State, adjusters are very busy. We are receiving more than 300 final claims per day in the State Office now. So far, we have been able to keep reasonably current. As you know, the Branch Office is also giving very good service in paying claims. We want insureds to get their money just as fast as we can possibly get it to them. We owe them that kind of service. Your cooperation in submitting Forms 8 and anything else pertaining to loss claims promptly will aid in giving better service.

AGENTS' CONFERENCE - Your Association is planning an excellent program for the conference at Williston on September 13, 14, and 15. This is your meeting, and its success will depend on your participation in it. Let's be there.

AREA CONFERENCE - State Directors, District Directors and Office Managers in Area Director, E. W. Anderson's, area will be meeting on September 11 and 12 at Great Falls, Montana with Manager John Luft and other personnel from the Washington Office.

SPOT CHECKS - Beginning September 5th spot check work will be under the direct supervision of the State Director. We have selected 8 men to do this. Please arrange to furnish these men with actuarial maps and tables for your county when one of them start checking in your county.



STATUS OF 1962 SALES CAMPAIGN (AS OF AUGUST 25, 1961)

COUNTY	CANCELLED FOR 1962 REC'D S. O.	1962 AGENT	CROPS FCIC	SOLD TOTAL	GAIN OR LOSS
<u>(KING'S Area)</u>					
Barnes	18	8		8	-10
Cass	35			0	-35
Dickey	3		12	12	+9
Griggs	4			0	-4
LaMoure	19	109		109	+\$90
Ransom	2	3		3	+1
Richland	8			0	-8
Sargent	10		78	78	+68
Steele	10	3		3	-7
Stutsman	14		83	83	+69
Traill	6	3		3	-3
TOTALS	129	126	173	299	+170
<u>(THEXTON'S Area)</u>					
Benson	6	31	9	40	+34
Cavalier	3	62	6	68	+65
Eddy	9	12	9	21	+12
Foster	0	15	3	18	+18
Grand Forks	33	10		10	-23
Nelson	7	21		21	+\$14
Pembina	16	13	3	16	0
Ramsey	7	48	198	246	+239
Towner	6			0	-6
Walsh	24	190	82	272	+248
TOTALS	111	402	310	712	+601
<u>(SCHONBERGER'S Area)</u>					
Bottineau	4	79		79	+75
Burke	1	10	19	29	+28
Divide	1	6	27	33	+32
McHenry	13	5		5	-8
McLean	6	1		1	-5
Mountrail	4	5	58	63	+59
Pierce	0	29		29	+29
Renville	2	14	1	15	+13
Rolette	10	5		5	-5
Ward	20	19		19	-1
Williams	27	73	3	76	+49
TOTALS	88	246	108	354	+266



STATUS OF 1962 SALES CAMPAIGN (AS OF AUGUST 25, 1961)

COUNTY	CANCELLED FOR 1962 REC'D S. O.	1962 AGENT	CROPS FCIC	SOLD TOTAL	GAIN OR LOSS
<u>(OLSON'S AREA)</u>					
Burleigh	0			0	0
Emmons	1			0	-1
Kidder	6			0	-6
Logan	0			0	0
McIntosh	2			0	-2
Mercer	4	2		2	-2
Morton	4		38	38	+34
Oliver	1	6		6	+5
Sheridan	2			0	-2
Sioux	1			0	-1
Wells	4	6	3	9	+5
TOTALS	25	14	41	55	+30
<u>(MARKEL'S Area)</u>					
Adams	0		3	3	+3
Bowman	0		32	32	+32
Dunn	2	2	25	27	+25
Golden Valley	5			0	-5
Grant	0			0	0
Hettinger	1			0	-1
McKenzie	3			0	-3
Slope	0		5	5	+5
Stark	3		3	3	0
TOTALS	14	2	68	70	+56
<u>(ALL AREAS)</u>					
King	129	126	173	299	+170
Thehton	111	402	310	712	+601
Olson	25	14	41	55	+30
Markel	14	2	68	70	+56
Schonberger	88	246	108	354	+266
TOTALS	367	790	700	1,490	+1,123

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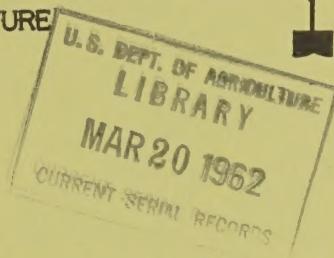
# NODAK CROP INSURANCE

## FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

Edition No. 8

September 27, 1961



SALES - Last week we completed almost two weeks of meetings for District Directors, Office Manager and myself. The first was an area meeting held in Great Falls and was very worthwhile. All the various department heads from Washington and the Branch Office Manager attended. It was remarkable how every department is working over-time in putting crop insurance on the road to greater and better service to the Nation's farmers. After that we attended the State Agent's meeting in Williston, which was another very worthwhile and good meeting to be at. Those agents who failed to attend really missed something. All that I have talked to since say it was the best meeting held so far. Our Manager, John Luft certainly gave us a boost in morale with his talk. His goal of 500,000 insureds and a 50 million dollar premium income by 1965 might seem impossible. But, let me say that if everybody that has anything to do with crop insurance does his part, it can and will easily be reached. Under the present leadership we can feel proud of Federal Crop Insurance. The best way in the world to show pride in an organization is to get more people into it. That takes selling and more selling.

# NEWS



Many of you agents have made a lot of sales and made them while the drouth was at its worst. Others didn't. Why?

\* \* \* \* \*

"That was during the time a Morton County farmer dug a new well and sent a sample of the water to N.D.S.U. for a check. The report came back and among other things it showed 5% moisture.".

\* \* \* \* \*

I know too that some tried with all their might but didn't get many sold. But they as well as those who did sell must be congratulated because they made an all out effort. F.C.I.C. salesmen have sold many more, too. I hope that since it has started to rain and fall is here that no let up will happen on sales work. We have thousands in North Dakota who are not insured and many who perhaps should have been in 1961. Until we get a good majority of our producers insured we can not slow down our efforts or do nothing at all.

\* \* \* \* \*

"If you sit and watch the world go by - it will"

\* \* \* \* \*

We are enclosing the latest report on sales we have available. Check and see where you stand. If too far down on the list get to work and move up a few notches and do it without more delay. Washington has promised us some new crops for 1962 but we don't know how many or where they will be put. If you are lucky enough to get some, remember they should be sold as a new gain to your county and not as a replacement of some other cancelled crop.

Your District Directors have ideas on sales work. Counsel with them immediately. As Manager Luft told us in Williston he wasn't thinking of stopping sales on account of drouth and now with the extra moisture we got that's certain, but old man winter may step



in when we least expect him to.

So dust off the sales ideas, improve them, make changes if need be and remember - - -

A lot of ideas work, but only if you put them to work.

LOSS ADJUSTMENTS - Are nearing the wind up stage in many counties.

Agents should review their files of Forms FCI-8 and preliminary inspection reports and determine that all final FCI-8's get filed. Remember, October 31 is the end of the insurance period. Please do all you can to see that loss adjustment work is completed while weather is still good.



STATUS OF 1962 SALES CAMPAIGN (AS OF SEPTEMBER 27, 1961)

COUNTY	Cancelled For 1962 Rec'd S.O.	1962 Agent	Crops FCIC	Sold Total	Gain or Loss
(KING'S AREA)					
Barnes	18	16		16	-2
Cass	46		5	5	-41
Dickey	4		17	17	+13
Griggs	4	2		2	-2
LaMoure	21	128		128	+107
Ransom	2	11		11	+9
Richland	8			0	-8
Sargent	10		78	78	+68
Steele	10	3		3	-7
Stutsman	14	73	99	172	+158
Traill	6	14	2	16	+10
TOTALS	143	247	201	448	+305
(THEXTON'S AREA)					
Benson	6	46	10	56	+50
Cavalier	3	69	9	78	+75
Eddy	9	15	9	24	+15
Foster	0	15	3	18	+18
Grand Forks	36	24		24	-12
Nelson	7	21		21	+14
Pembina	16	17	3	20	+4
Ramsey	7	49	198	247	+240
Towner	6	26		26	+20
Walsh	25	192	82	274	+249
TOTALS	115	474	314	788	+673
(SCHONBERGER'S AREA)					
Bottineau	4	114		114	+110
Burke	1	28	22	50	+49
Divide	1	18	30	48	+47
McHenry	13	11		11	-2
McLean	8	17		17	+9
Mountrail	4	56	122	178	+174
Pierce	8	72		72	+64
Renville	2	24	1	25	+23
Rolette	11	27		27	+16
Ward	20	67	1	68	+48
Williams	27	111	3	114	+87
TOTALS	99	545	179	724	+625



STATUS OF 1962 SALES CAMPAIGN (AS OF SEPTEMBER 27, 1961)

COUNTY	Cancelled For 1962 Rec'd S.O.	1962 Agent	Crops FCIC	Sold Total	Gain Or Loss
<u>(OLSON's AREA)</u>					
Burleigh	0			0	0
Emmons	1			0	-1
Kidder	6			0	-6
McIntosh	2			0	-2
Mercer	4	4	29	33	+29
Morton	4	2	99	101	+97
Oliver	2	10	2	12	+10
Sheridan	2	3		3	+1
Sioux	1			0	-1
Wells	4	8	3	11	+7
Logan	0	11	65	76	+76
TOTALS	26	38	198	236	+210
<u>(MARKEL's AREA)</u>					
Adams	0		17	17	+17
Bowman	0	1	33	34	+34
Dunn	2	2	25	27	+25
Golden Valley	5	1		1	-4
Grant	0			0	0
Hettinger	1		4	4	+3
McKenzie	3			0	-3
Slope	1		5	5	+4
Stark	3		5	5	+2
TOTALS	15	4	89	93	+78
<u>(ALL AREAS)</u>					
King	143	247	201	448	+305
Thexton	115	474	314	788	+673
Olson	26	38	198	236	+210
Markel	15	4	89	93	+78
Schonberger	99	545	179	724	+625
TOTALS	398	1,308	981	2,289	+1,891

